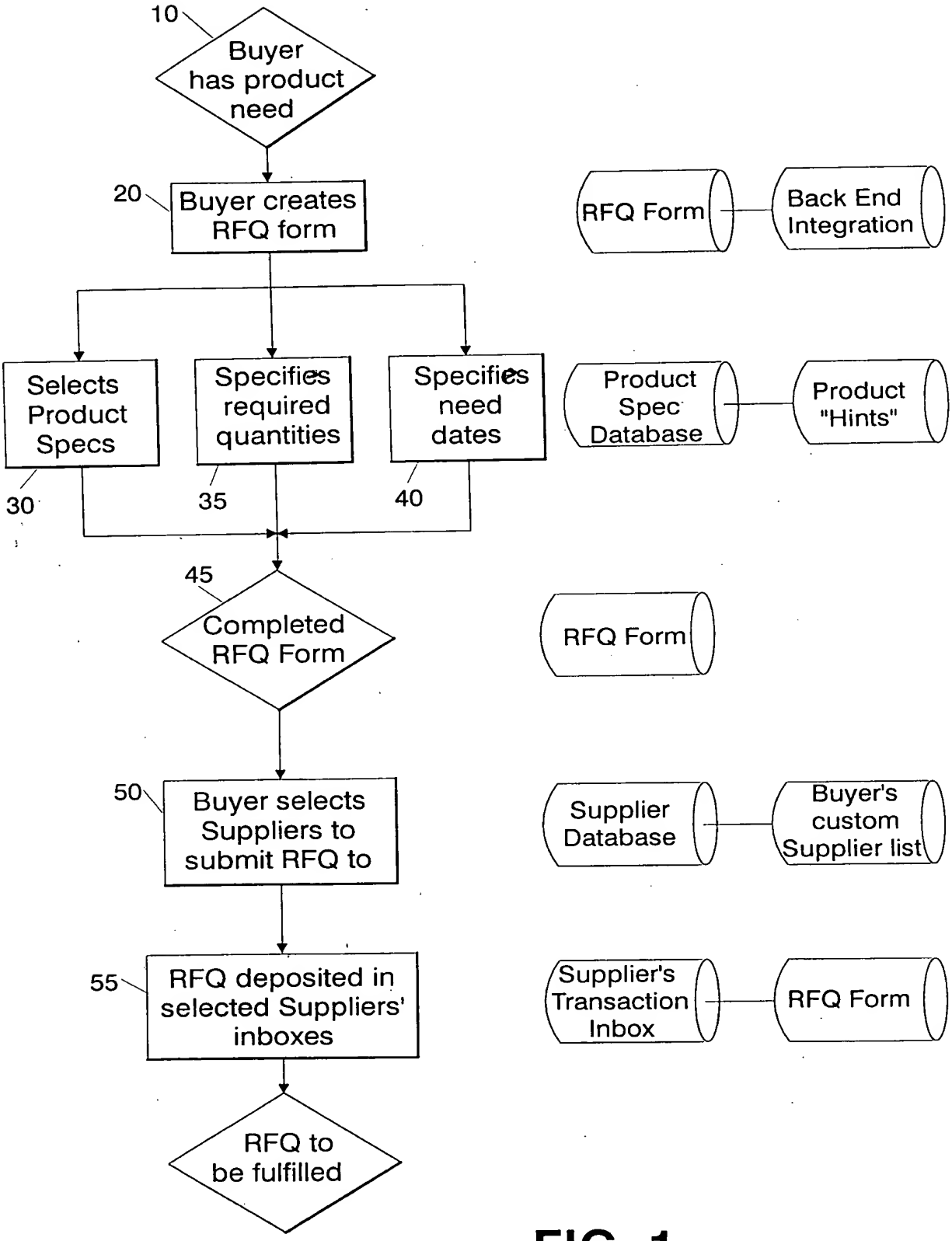
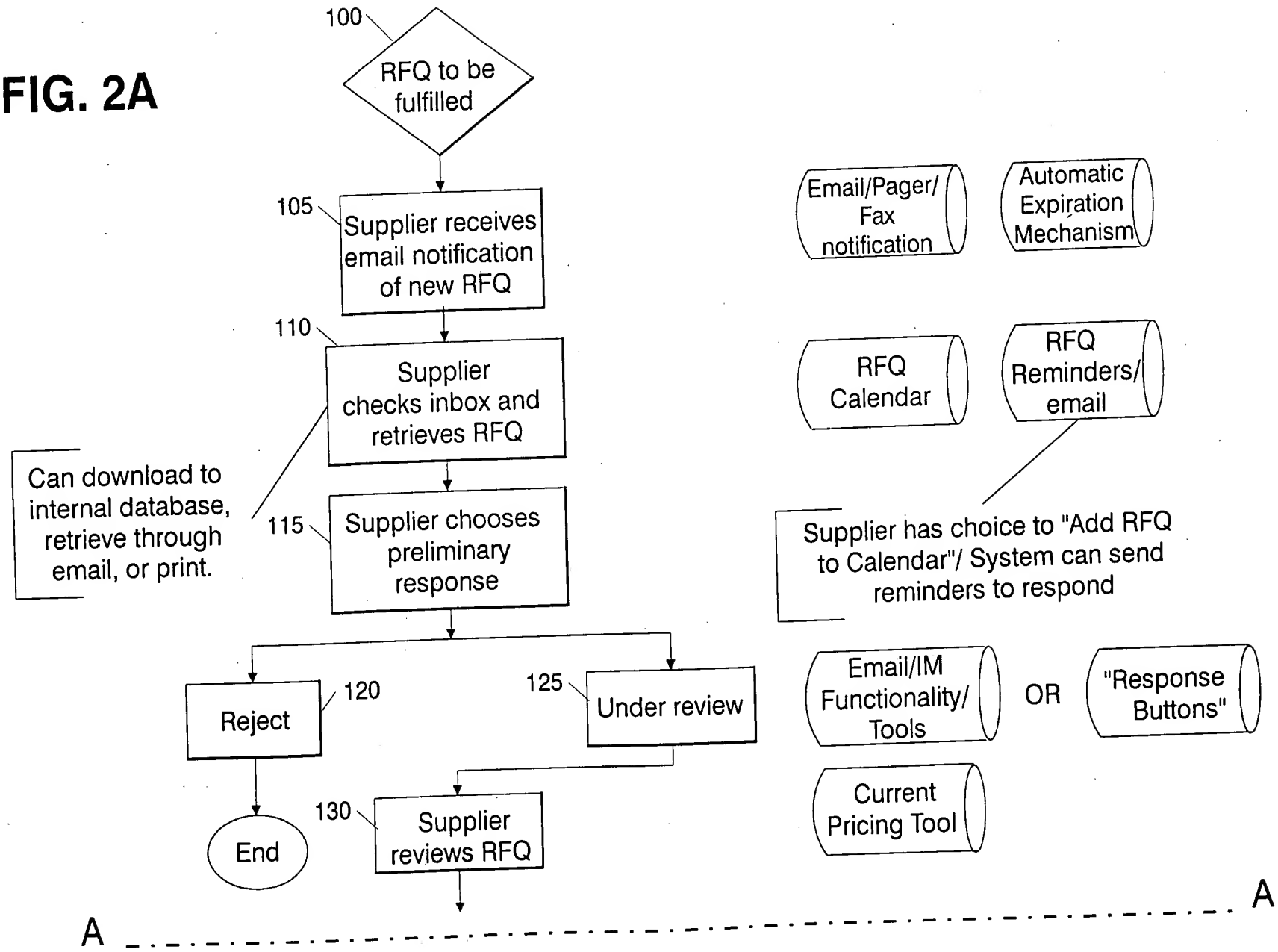

10
Buyer has product need
20
Buyer creates RFQ form
RFQ Form
Back End Integration
Selects Product Specs
Specifies required quantities
Specifies need dates
Product Spec Database
Product "Hints"
30
35
40
45
Completed RFQ Form
RFQ Form
50
Buyer selects Suppliers to submit RFQ to
Supplier Database
Buyer's custom Supplier list
55
RFQ deposited in selected Suppliers' inboxes
Supplier's Transaction Inbox
RFQ Form
RFQ to be fulfilled

FIG. 1

FIG. 2A


100
RFQ to be fulfilled
105
Supplier receives email notification of new RFQ
110
Supplier checks inbox and retrieves RFQ
Can download to internal database, retrieve through email, or print.
115
Supplier chooses preliminary response
Reject
120
End
125
Under review
130
Supplier reviews RFQ
A
A
Email/Pager/ Fax notification
Automatic Expiration Mechanism
RFQ Calendar
RFQ Reminders/ email
Supplier has choice to "Add RFQ to Calendar"/ System can send reminders to respond
Email/IM Functionality/ Tools
OR
"Response Buttons"
Current Pricing Tool

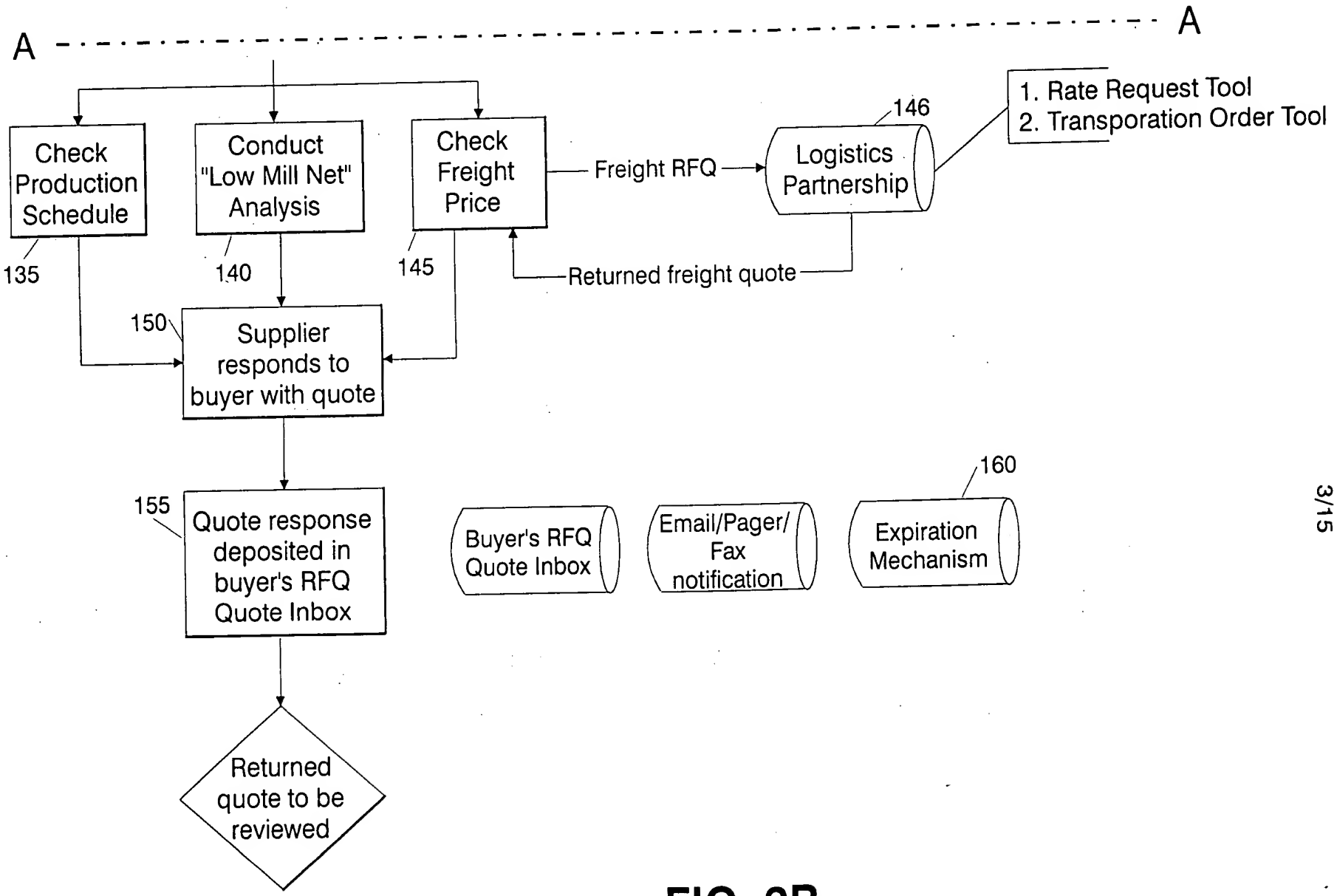
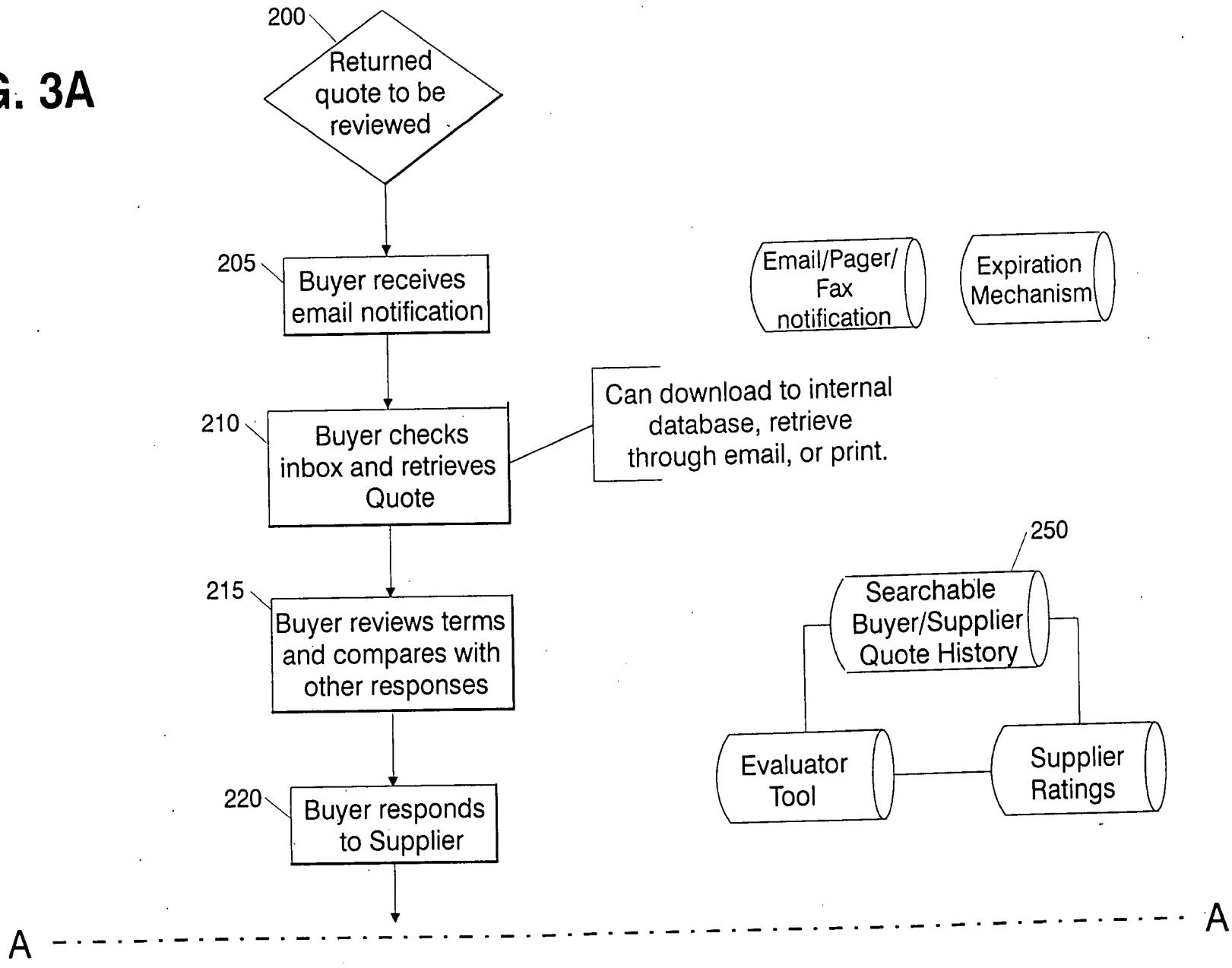

A
A
Check Production Schedule
135
Conduct "Low Mill Net" Analysis
140
Check Freight Price
145
Freight RFQ
146
Logistics Partnership
1. Rate Request Tool
2. Transporation Order Tool
Returned freight quote
150
Supplier responds to buyer with quote
155
Quote response deposited in buyer's RFQ Quote Inbox
Buyer's RFQ Quote Inbox
Email/Pager/ Fax notification
160
Expiration Mechanism
Returned quote to be reviewed

FIG. 2B

FIG. 3A


200
Returned quote to be reviewed
205
Buyer receives email notification
210
Buyer checks inbox and retrieves Quote
Can download to internal database, retrieve through email, or print.
215
Buyer reviews terms and compares with other responses
220
Buyer responds to Supplier
Email/Pager/ Fax notification
Expiration Mechanism
250
Searchable Buyer/Supplier Quote History
Evaluator Tool
Supplier Ratings
A
A

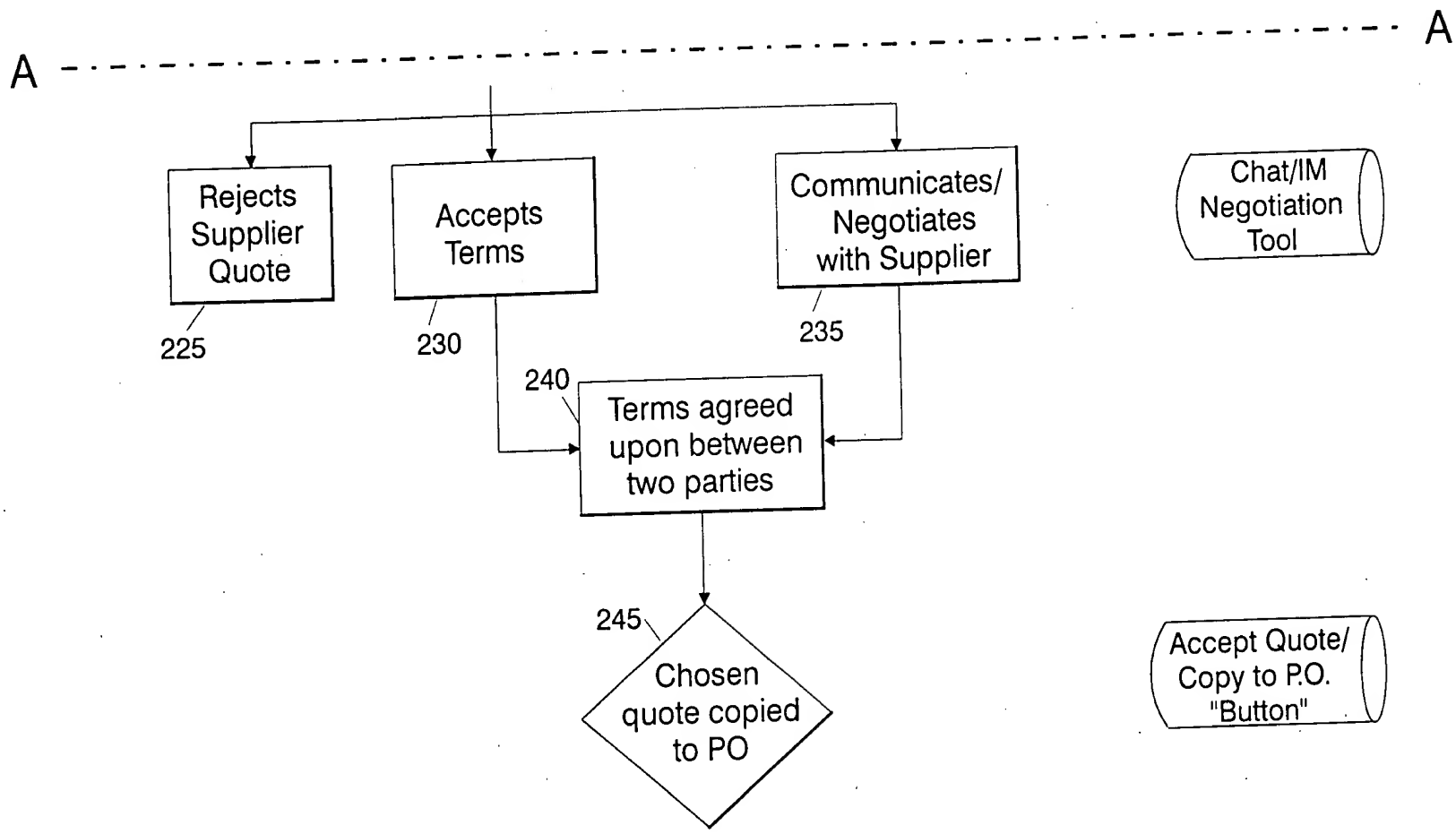

A
A
Rejects Supplier Quote
225
Accepts Terms
230
Communicates/ Negotiates with Supplier
235
Chat/IM Negotiation Tool
240
Terms agreed upon between two parties
245
Chosen quote copied to PO
Accept Quote/ Copy to P.O. "Button"

FIG. 3B

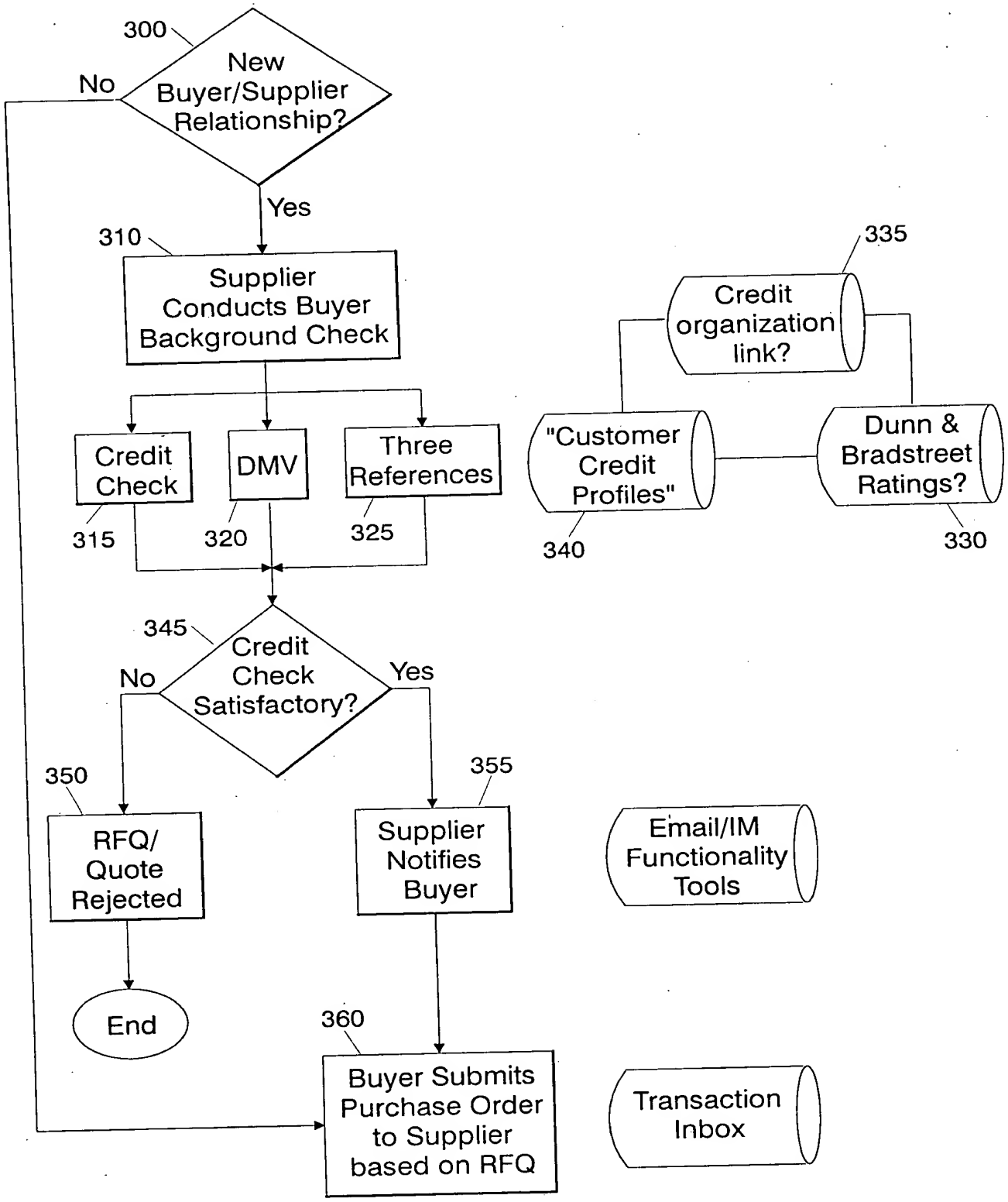

300
New Buyer/Supplier Relationship?
No
Yes
310
Supplier Conducts Buyer Background Check
Credit Check
DMV
Three References
315
320
325
335
Credit organization link?
"Customer Credit Profiles"
Dunn & Bradstreet Ratings?
340
330
345
Credit Check Satisfactory?
No
Yes
350
RFQ/ Quote Rejected
355
Supplier Notifies Buyer
Email/IM Functionality Tools
End
360
Buyer Submits Purchase Order to Supplier based on RFQ
Transaction Inbox

FIG. 4

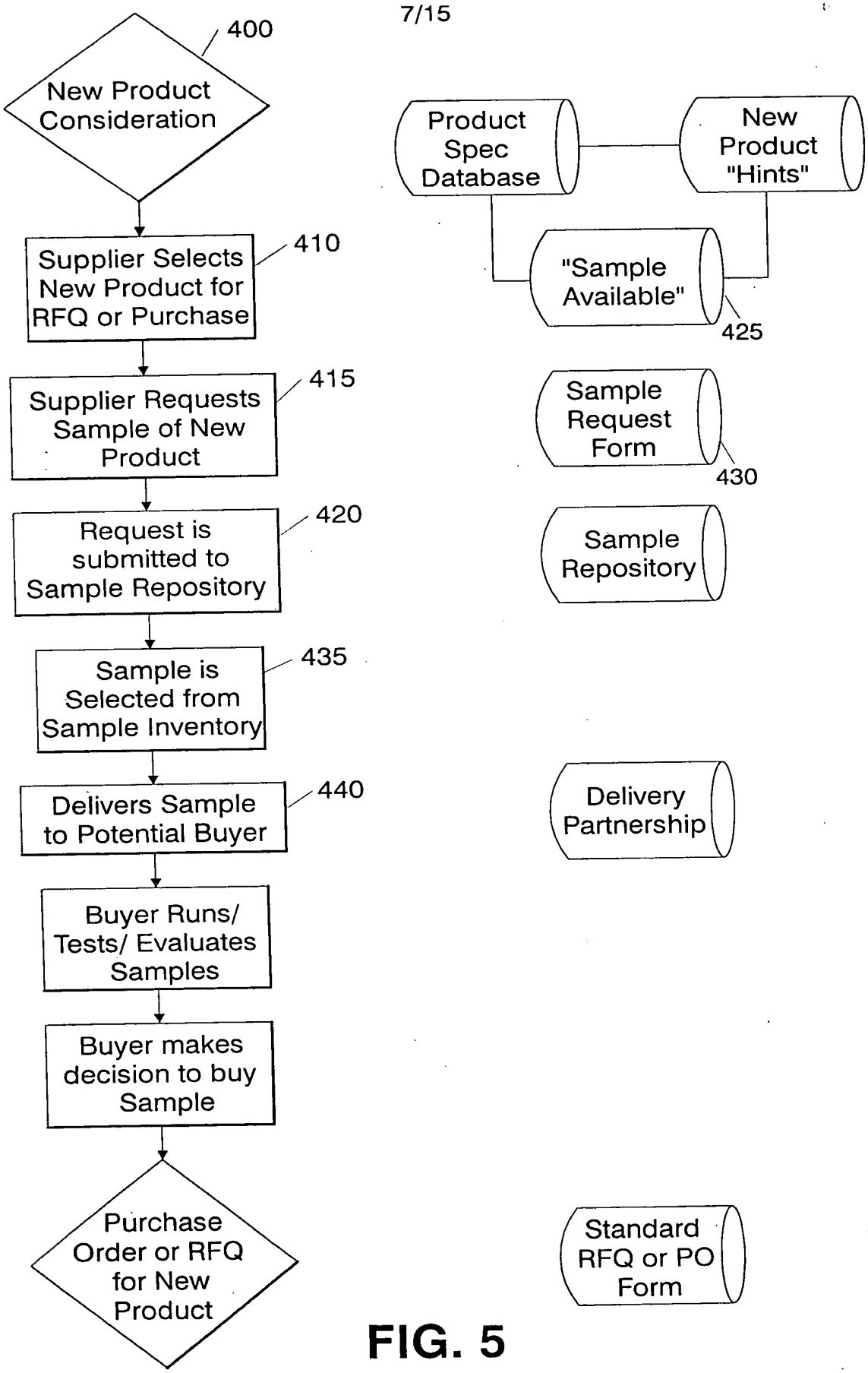
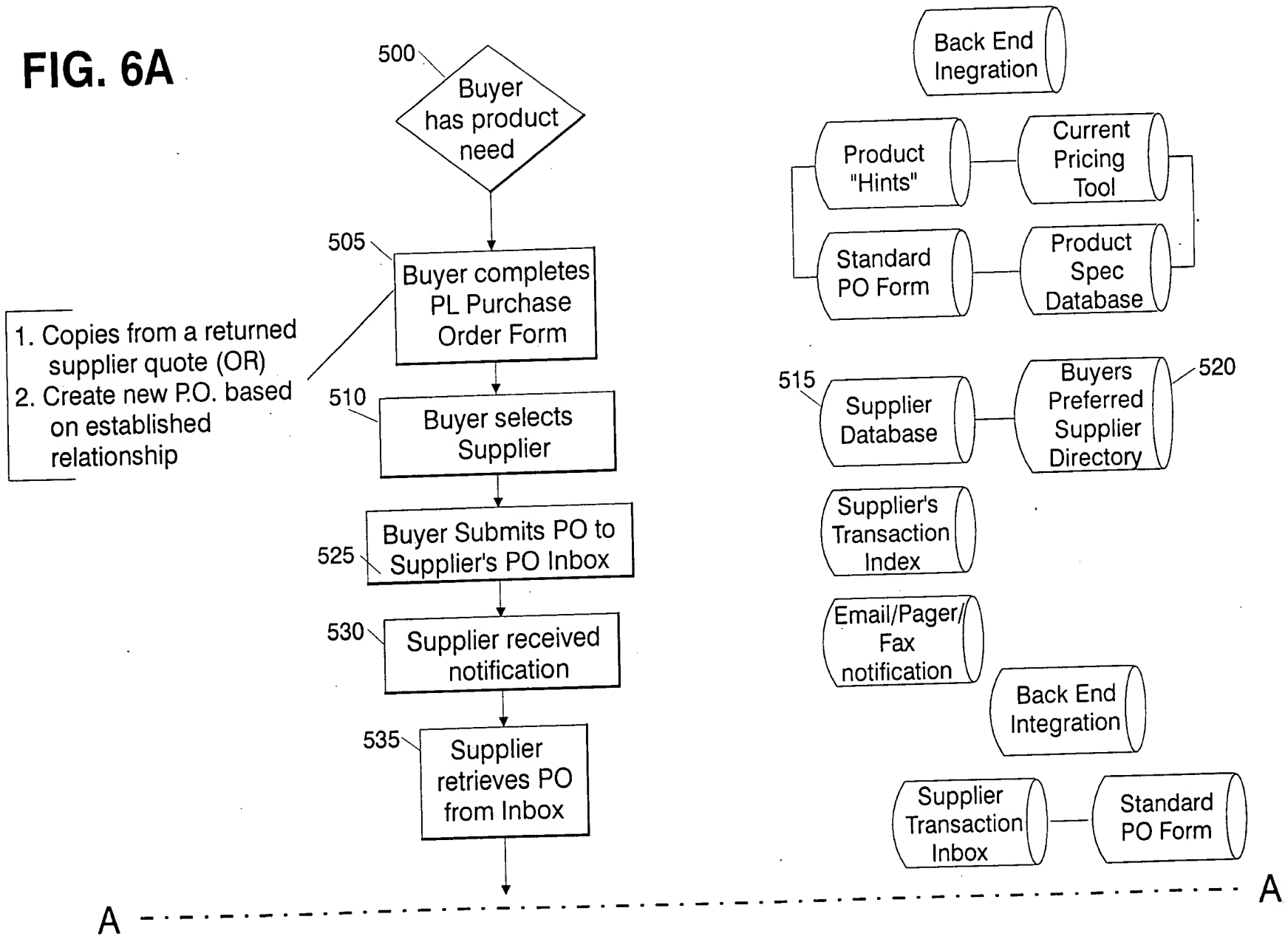

400
New Product Consideration
Supplier Selects New Product for RFQ or Purchase
410
Supplier Requests Sample of New Product
415
Request is submitted to Sample Repository
420
Sample is Selected from Sample Inventory
435
Delivers Sample to Potential Buyer
440
Buyer Runs/ Tests/ Evaluates Samples
Buyer makes decision to buy Sample
Purchase Order or RFQ for New Product
Product Spec Database
New Product "Hints"
"Sample Available"
425
Sample Request Form
430
Sample Repository
Delivery Partnership
Standard RFQ or PO Form

FIG. 5

FIG. 6A


500
Buyer has product need
505
Buyer completes PL Purchase Order Form
1. Copies from a returned supplier quote (OR)
2. Create new P.O. based on established relationship
510
Buyer selects Supplier
525
Buyer Submits PO to Supplier's PO Inbox
530
Supplier received notification
535
Supplier retrieves PO from Inbox
A
A
Back End Inegration
Product "Hints"
Current Pricing Tool
Standard PO Form
Product Spec Database
515
Supplier Database
Buyers Preferred Supplier Directory
520
Supplier's Transaction Index
Email/Pager/ Fax notification
Back End Integration
Supplier Transaction Inbox
Standard PO Form

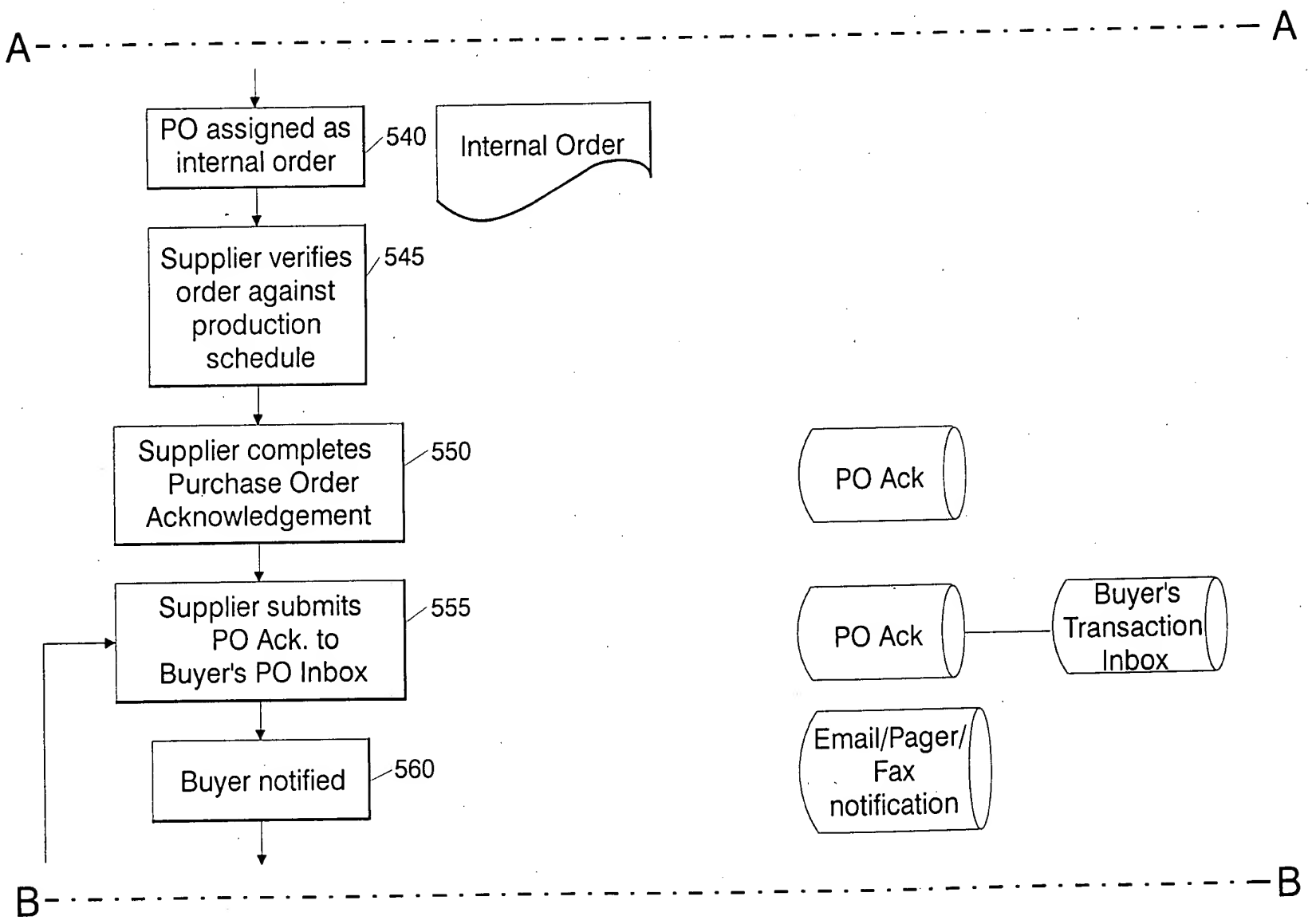

A
A
PO assigned as internal order
540
Internal Order
Supplier verifies order against production schedule
545
Supplier completes Purchase Order Acknowledgement
550
PO Ack
Supplier submits PO Ack. to Buyer's PO Inbox
555
PO Ack
Buyer's Transaction Inbox
Buyer notified
560
Email/Pager/ Fax notification
B
B

FIG. 6B

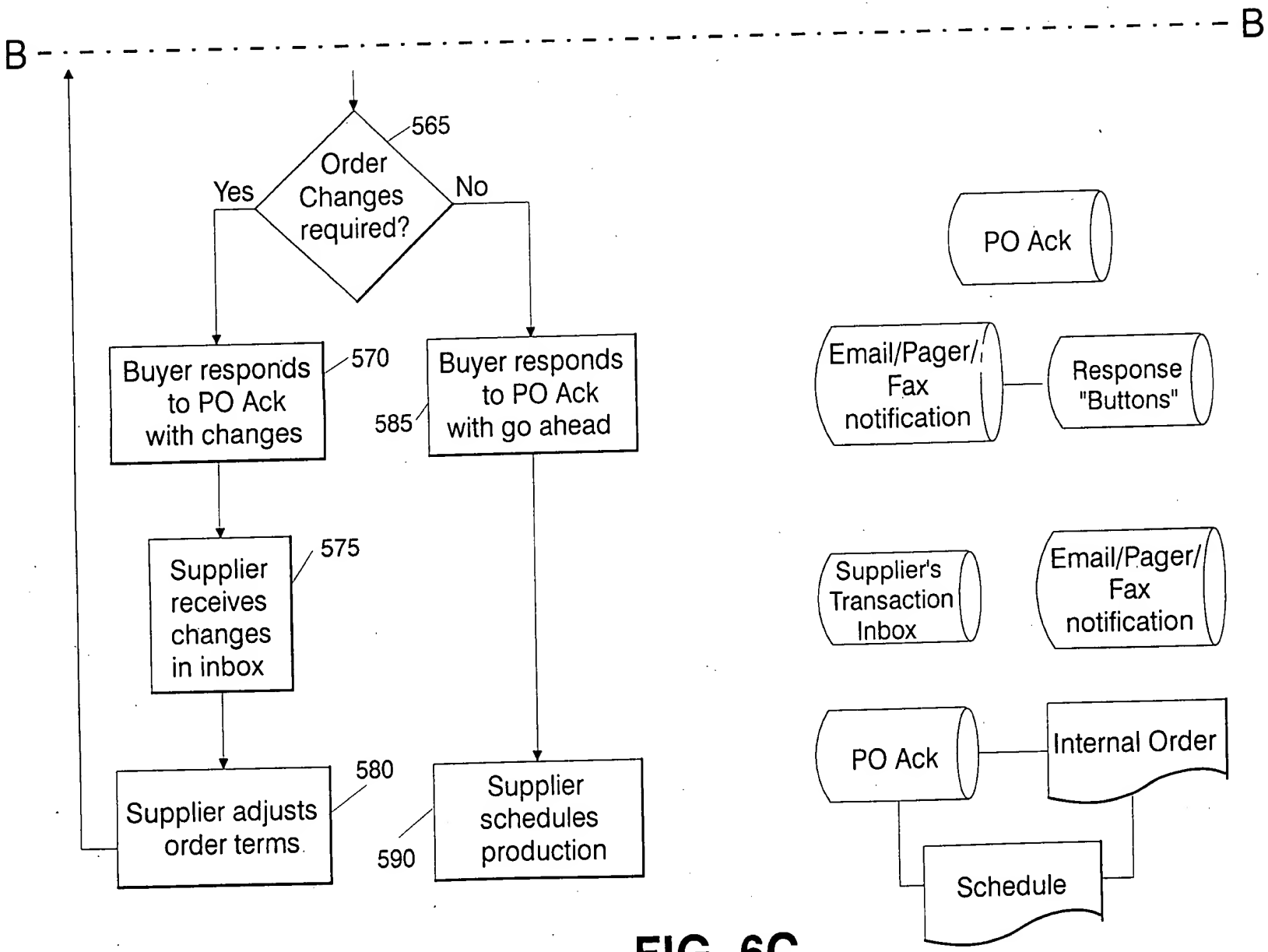

B
B
565
Order Changes required?
Yes
No
Buyer responds to PO Ack with changes
570
Buyer responds to PO Ack with go ahead
585
Supplier receives changes in inbox
575
Supplier adjusts order terms
580
Supplier schedules production
590
PO Ack
Email/Pager/ Fax notification
Response "Buttons"
Supplier's Transaction Inbox
Email/Pager/ Fax notification
PO Ack
Internal Order
Schedule

FIG. 6C

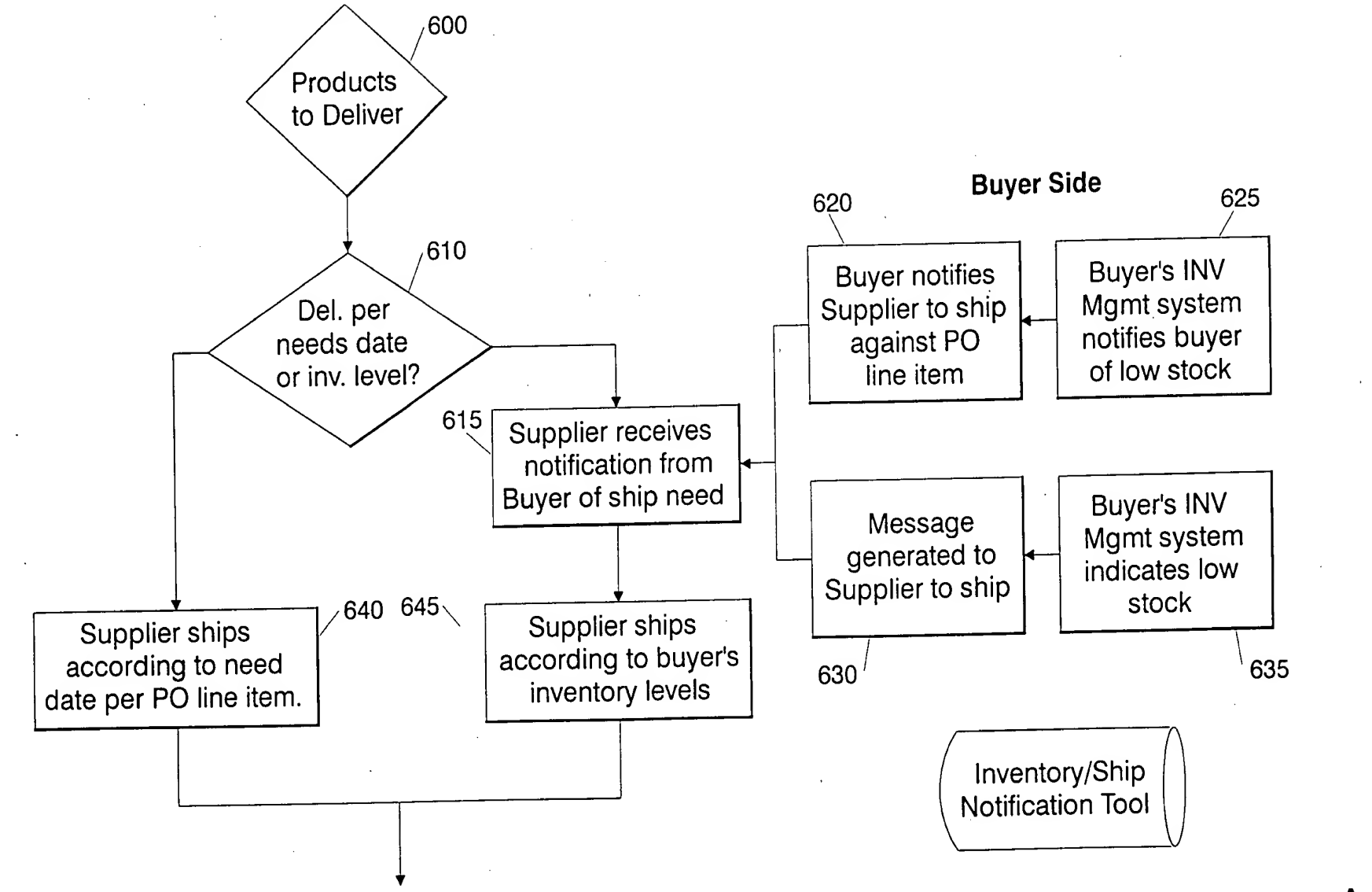

600
Products to Deliver
610
Del. per needs date or inv. level?
Buyer Side
620
Buyer notifies Supplier to ship against PO line item
625
Buyer's INV Mgmt system notifies buyer of low stock
615
Supplier receives notification from Buyer of ship need
Message generated to Supplier to ship
630
Buyer's INV Mgmt system indicates low stock
635
640
Supplier ships according to need date per PO line item.
645
Supplier ships according to buyer's inventory levels
Inventory/Ship Notification Tool
A
A

FIG. 7A

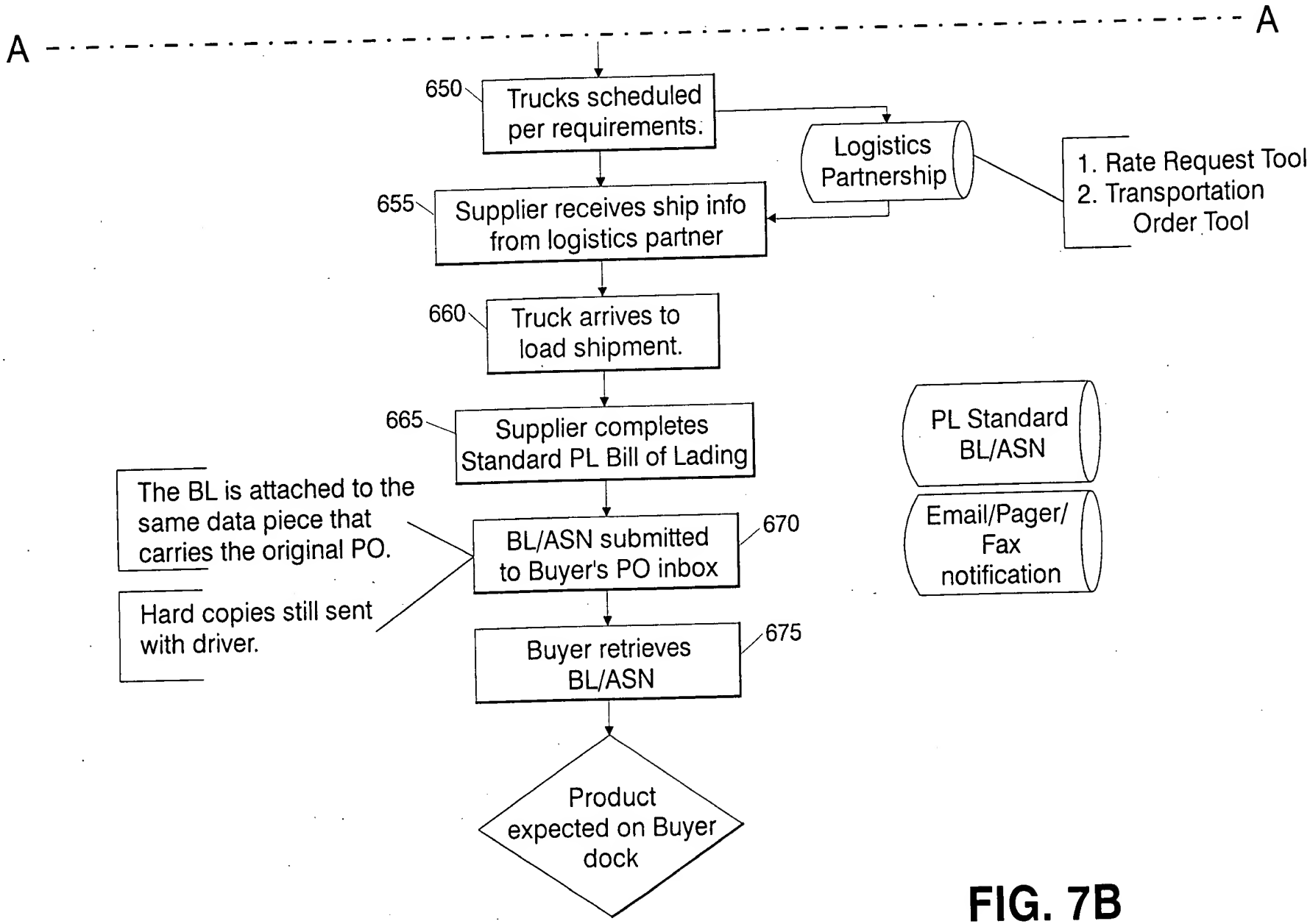

A
A
650
Trucks scheduled per requirements.
Logistics Partnership
1. Rate Request Tool
2. Transportation Order Tool
655
Supplier receives ship info from logistics partner
660
Truck arrives to load shipment.
665
Supplier completes Standard PL Bill of Lading
PL Standard BL/ASN
Email/Pager/ Fax notification
The BL is attached to the same data piece that carries the original PO.
Hard copies still sent with driver.
BL/ASN submitted to Buyer's PO inbox
670
Buyer retrieves BL/ASN
675
Product expected on Buyer dock

FIG. 7B

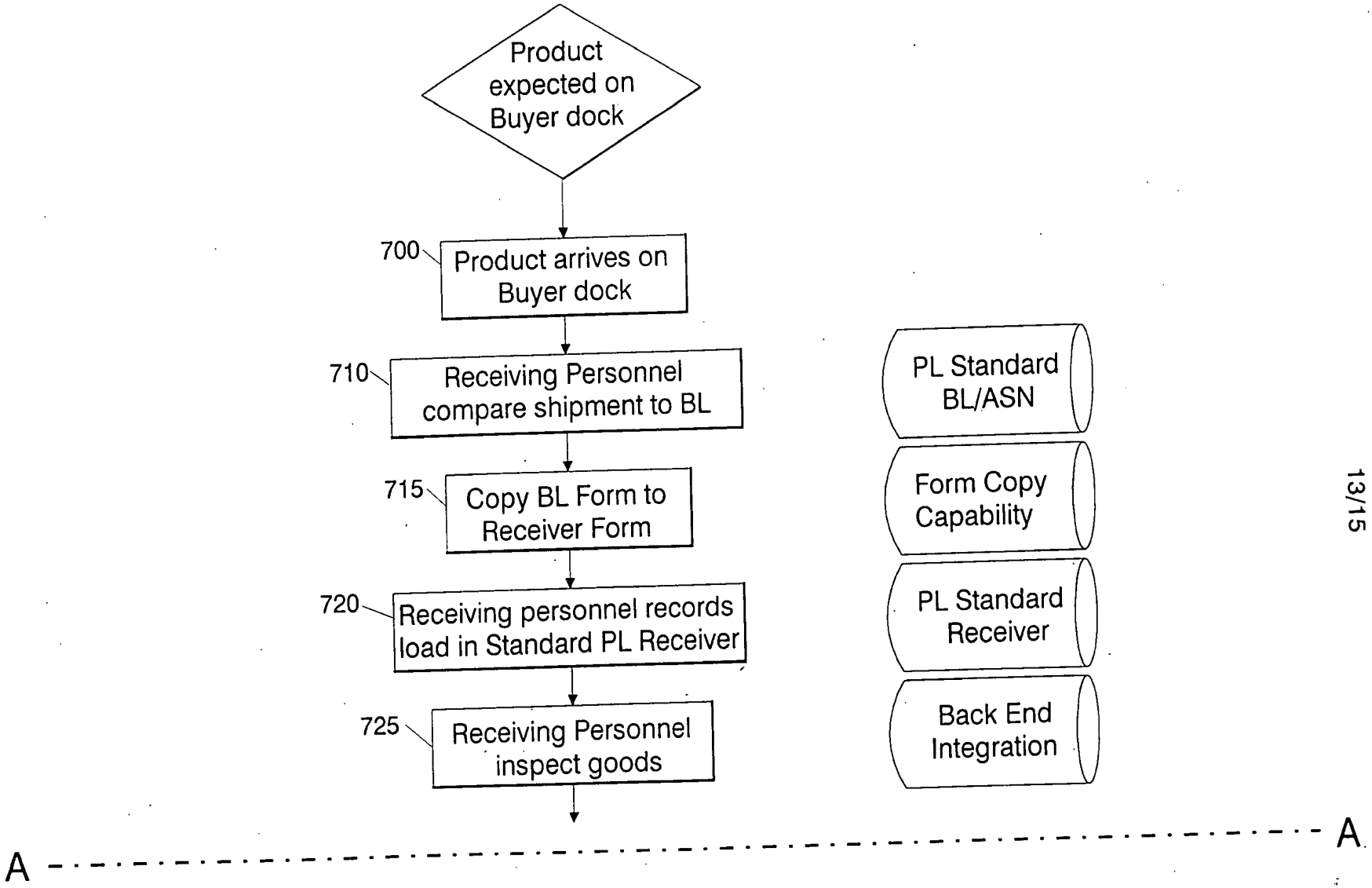

Product expected on Buyer dock
700
Product arrives on Buyer dock
710
Receiving Personnel compare shipment to BL
715
Copy BL Form to Receiver Form
720
Receiving personnel records load in Standard PL Receiver
725
Receiving Personnel inspect goods
PL Standard BL/ASN
Form Copy Capability
PL Standard Receiver
Back End Integration
A
A

FIG. 8A

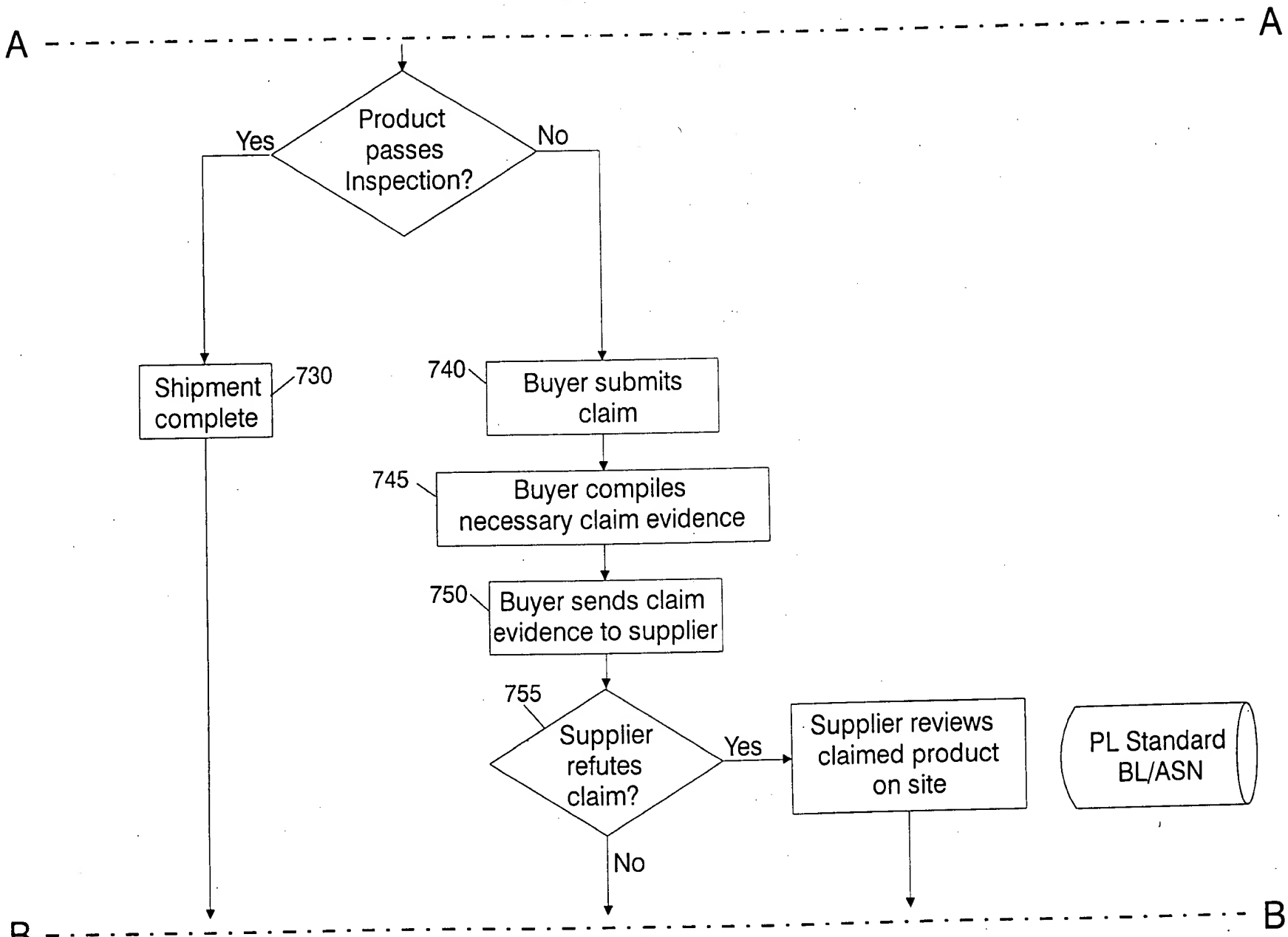

A
A
Product passes Inspection?
Yes
No
Shipment complete
730
740
Buyer submits claim
745
Buyer compiles necessary claim evidence
750
Buyer sends claim evidence to supplier
755
Supplier refutes claim?
Yes
No
Supplier reviews claimed product on site
PL Standard BL/ASN
B
B

FIG. 8B

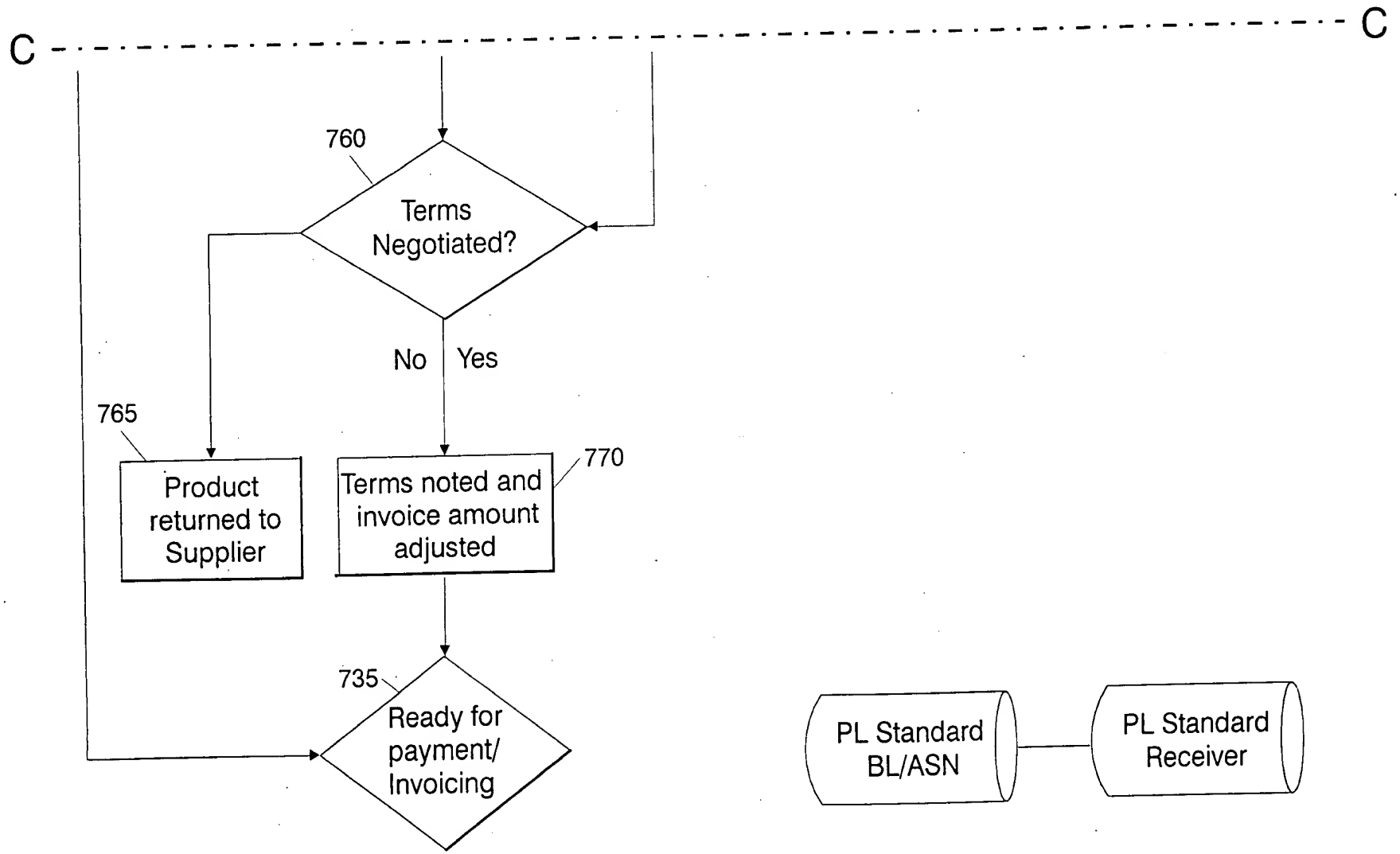

C
C
760
Terms Negotiated?
No
Yes
765
Product returned to Supplier
770
Terms noted and invoice amount adjusted
735
Ready for payment/ Invoicing
PL Standard BL/ASN
PL Standard Receiver

FIG. 8C